

For the Canadian Bee Journal.

Shipping Canadian Honey to England.

I AM gratified that Mr. Hall has taken up the subject of the British honey market for our produce and it does seem to me as if there is great danger that the records of all that has been done by those who sent honey and the delegates who so ably fulfilled their mission are now about to be lost for want of a definite plan of action in placing the next crop of honey within the reach of those who will now be eager to have it. I agree with your remarks, Mr. Editor, in the main, except on one important point. see page 1007, "a competent man must go over to England in advance of the shipment," etc. Now, surely our delegates, with the knowledge of business men they have obtained, could agree upon some responsible man or firm in London who would take these orders in advance, receive the honey in bulk, put up in packages approved by the association and bearing their trade mark and make the returns to the producers direct. This could be done more cheaply than by the proposed way of sending an agent and also, to my mind, much better, as he would be a stranger to both markets and people and might not prove any more reliable than a business firm. Is it possible that none of the great firms who deal in the millions of the world's produce can be trusted with handling a few dozen tons of honey? Let our delegates at once come to an understanding, name a firm that is capable of undertaking it, designate the packages most suitable for the market and let the firm be instructed to have the packages ready. Let the Executive adopt a trade mark, giving authority to use only to our own agents, let us get our honey ready in bulk by a specified date and from one point if that could be done and the most favorable rates obtained. I do not think we shall have to wait long for satisfactory returns. Let our delegates attend to this small matter (but great let us hope in its results) at once, heartily and unselfishly, and, thereby, again put the bee-keepers of Ontario under an obligation. *Finis coronat opus*, I am sure they will then be able to say in future years, when the cry from England comes over the waters, "more honey! oh for more of that Canadian honey!"

J. C. THOM.

Streetsville, March 18th.

The Commissioners at the Colonial can see what we said in the JOURNAL of the 18th March, and also what our good friend, the Dr., has to say. Now, we would like to hear the opinion of others. There would be little difficulty in furnishing the names of a very large number

of commission men or dealers who would take our goods on commission. We once sent a shipment of honey to England to sell on commission, and, although not of extravagant tastes, yet we assure you, we were not able to retire on the profits. After waiting for a long time for some tidings of our honey, our commission man informed us that the expenses connected with the sales and the freight, had slightly exceeded the receipts, thus leaving us indebted to him for a small amount. Good California honey shipped to commission men realized the shipper about two cts. per pound, after deducting freight, charges, and other expenses. There are hundreds of tons of foreign honey sold at the ship's side, docks, or warehouses, at one to five cents per pound. Almost every country ships more or less honey to England, and a person watching the management of it there, without any further experience, would at once come to the conclusion that honey was a drug on the market irrespective of quality, or system of handling. After some experience in the retail trade, we are fully convinced that our superior honey can be placed on the market at paying rates to our producers. This cheap honey is put up in various forms and sold at very low rates, leaving a good margin for retail. When trying to dispose of our honey, we were often told our price was very high, "we only pay so and so for very fine honey." To one not posted in the honey trade, and different qualities of honey, they would soon inform him that he could not sell them honey at our prices. Not only hours, but days, were spent in trying to convince them of the superiority of our honey, and on no consideration would we permit them to put foreign honey on an equality with ours. The houses that handle our honey, should have a competent man to manage that department, and there are not very many in this country who would take such a charge and make a success of it. Their salesmen or travellers should be accompanied, for a few days at least, by an experienced man, until they (the salesmen) learn the best arguments, etc., to use, and is able to talk honey intelligently with any buyer. When a purchaser finds out that he knows more about honey than the man who is selling it,